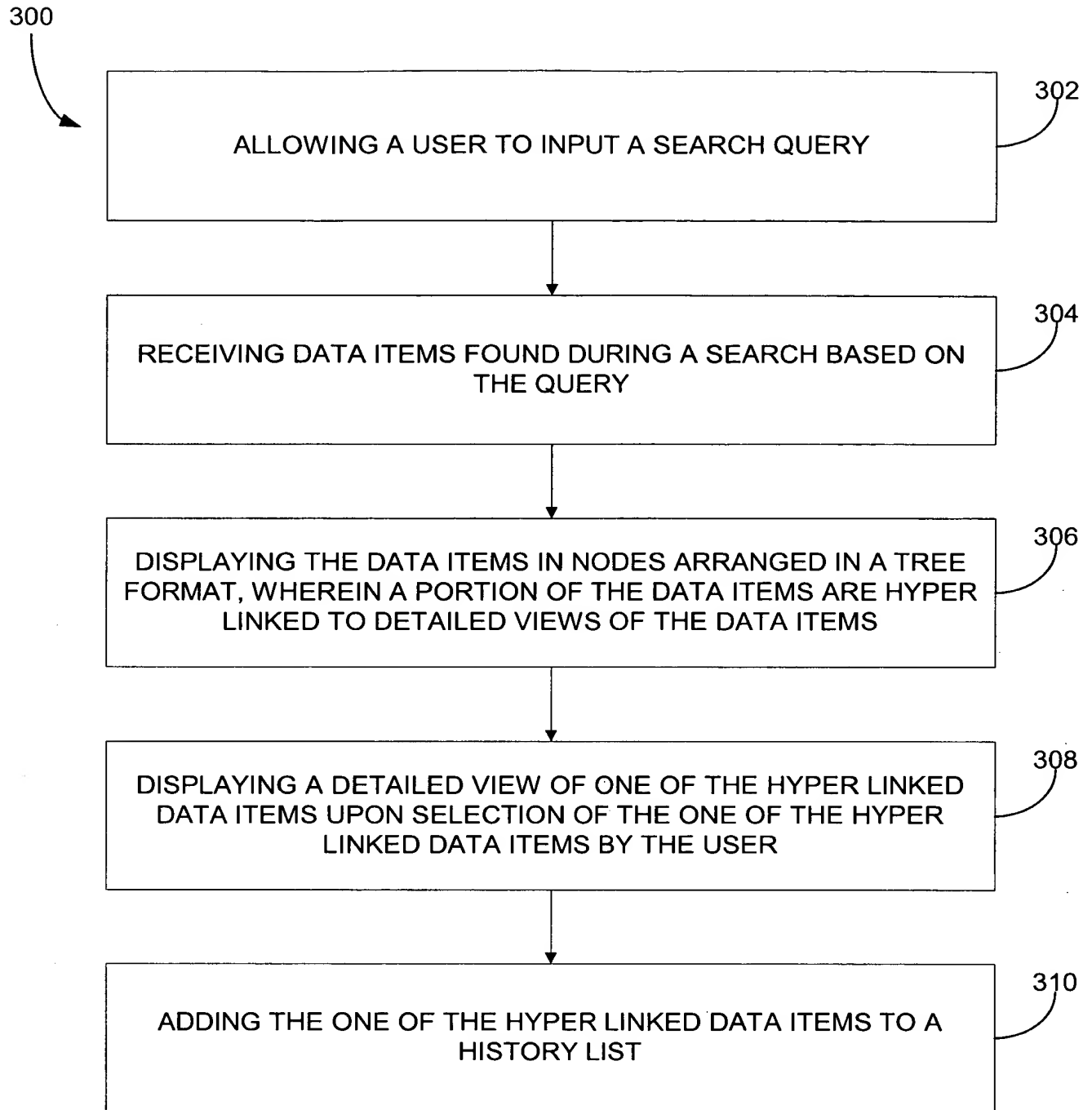


100



### Figure 1





**Figure 3**

008060 4447-3660

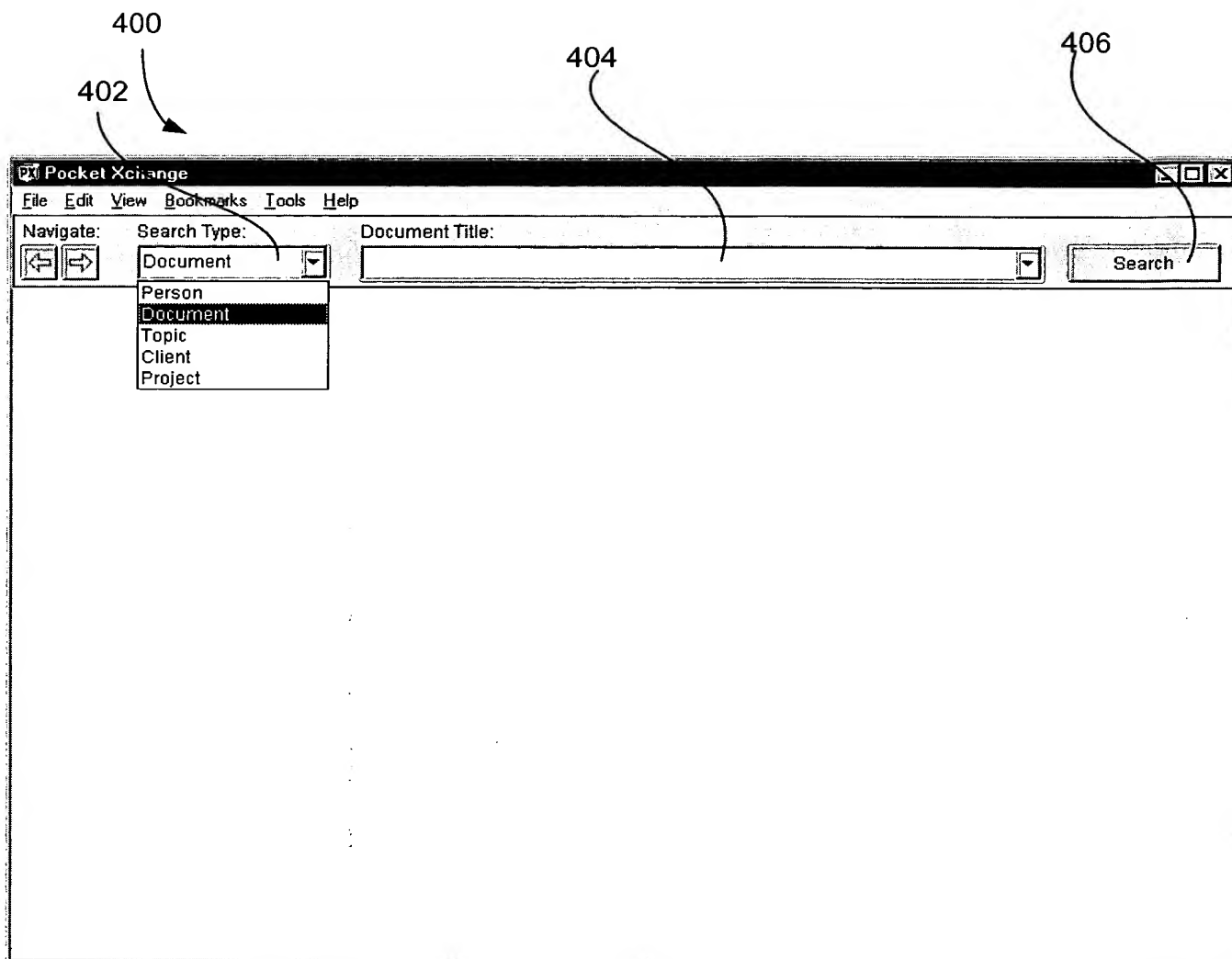


Figure 4

500 502 504 506

Pocket Xchange

File Edit View Bookmarks Tools Help

Navigate: Search Type: Document Document Title: model (Document List) Search

Results for: model (41 Items Found)

| Title   | Type                      | Date       | Source                        |
|---|---------------------------|------------|-------------------------------|
| Model Bank Initiative                                 | Client Deliverable        | 12/22/1998 | Strategy Knowledge Base       |
| Model Bank Initiative                                 | Client Deliverable        | 01/20/1999 | Financial Services Library    |
| Model Office Feasibility Study                        | Client Deliverable        | 05/30/1997 | Strategy Knowledge Base       |
| Model Store Project                                   | Client Deliverable        | 03/29/1999 | Strategy Knowledge Base       |
| Model Store Project                                   | Client Deliverable        | 03/29/1999 | Products Resources InfoSource |
| Model Store Project                                   | Client Deliverable        | 03/29/1999 | Process Competency Library    |
| Model Store Project (New Version)                     | Client Deliverable        | 04/01/1999 | Process Competency Library    |
| Model Store Project: Economic Model - Northwic...     | Client Deliverable        | 03/29/1999 | Process Competency Library    |
| Model Store Project: Economic Model - Northwic...     | Client Deliverable        | 03/29/1999 | Products Resources InfoSource |
| Model Store Project: Economic Model - Northwic...     | Client Deliverable        | 03/29/1999 | Financial Services Library    |
| Model Store Project: Workshop 1                       | Client Deliverable        | 03/29/1999 | Products Resources InfoSource |
| Model Store Project: Workshop 1                       | Client Deliverable        | 03/29/1999 | Process Competency Library    |
| Modeling Large Business Channel Economics - ...       | Client Deliverable        | 06/05/1998 | Strategy Knowledge Base       |
| Modeling Documentation - Original HP Architect...     | Design Documentation      | 03/18/1999 | Change Management Library     |
| Model Business Case SAP IS-U                          | Estimating Guidelines     | 11/19/1998 | EBS Library                   |
| Modeling Tool Feasibility Study for Client/Server ... | Feasibility Study         | 09/14/1995 | Technology Library            |
| Modelo de Planificación Laminación y Construc...      | Final Report              | 01/19/1998 | Process Competency Library    |
| Models of Change Leadership                           | Other                     | 10/07/1998 | Change Management Library     |
| Model Engagement-LTV                                  | Other Project Deliverable | 07/14/1997 | Technology Library            |
| Model Engagement-Utilicorp                            | Other Project Deliverable | 07/14/1997 | Technology Library            |
| Model Process and Gap Analysis                        | Other Project Deliverable | 09/30/1998 | Financial Services Library    |
| Model Process and Gap Analysis                        | Other Project Deliverable | 09/30/1998 | Process Competency Library    |
| Modelos de colaboración.                              | Position Paper            | 05/08/1997 | BPM Library                   |
| Model Based Design Methodology                        | Practice Aid              | 02/10/1995 | Technology Library            |
| Model Office Planning Report                          | Presentation              | 05/22/1997 | Process Competency Library    |
| Model Office Visions & Prototypes (HealthPartne...    | Presentation              | 05/30/1998 | Financial Services Library    |
| Model for Production Supporting                       | Presentation              | 02/01/1999 | EBS Library                   |
| Model for planning and progress tracking of larg...   | Presentation              | 10/31/1997 | Process Competency Library    |
| ModelUnit Effectivity Presentation in SAP R/3 4.0     | Presentation              | 05/04/1998 | EBS Library                   |
| Modelo de Actuación Comercial (borrador)              | Presentation              | 08/12/1998 | BPM Library                   |
| Model Engagement - Utilicorp                          | Project Deliverables      | 01/15/1998 | Products Resources InfoSource |
| Model Store Project - Workshop 1                      | Project Deliverables      | 07/10/1998 | Products Resources InfoSource |
| Model Store Project: Communication Meeting            | Project Deliverables      | 07/08/1998 | Products Resources InfoSource |
| Model Store Project: Communication Meeting            | Project Deliverables      | 09/09/1998 | EBS Library                   |
| Model Store Project: Economic Model - Northwic...     | Project Deliverables      | 07/08/1998 | Products Resources InfoSource |

Figure 5

402

600

Pocket Xchange

File Edit View Bookmarks Tools Help

Navigate: Search Type: Document Document Title: model (Document List) Search

Results for: model (41 Items Found)

| Title   | Type                      | Date       | Source                        |
|---|---------------------------|------------|-------------------------------|
| Model Bank Initiative                                 | Client Deliverable        | 12/22/1996 | Strategy Knowledge Base       |
| Model Bank Initiative                                 | Client Deliverable        | 01/20/1999 | Financial Services Library    |
| Model Office Feasibility Study                        | Client Deliverable        | 05/30/1997 | Strategy Knowledge Base       |
| Model Store Project                                   | Client Deliverable        | 03/29/1999 | Strategy Knowledge Base       |
| Model Store Project                                   | Client Deliverable        | 03/29/1999 | Products Resources InfoSource |
| Model Store Project                                   | Client Deliverable        | 03/29/1999 | Process Competency Library    |
| Model Store Project (New Version)                     | Client Deliverable        | 04/01/1999 | Process Competency Library    |
| Model Store Project: Economic Model - Northwic...     | Client Deliverable        | 03/29/1999 | Process Competency Library    |
| Model Store Project: Economic Model - Northwic...     | Client Deliverable        | 03/29/1999 | Products Resources InfoSource |
| Model Store Project: Economic Model - Northwic...     | Client Deliverable        | 03/29/1999 | Financial Services Library    |
| Model Store Project: Workshop 1                       | Client Deliverable        | 03/29/1999 | Products Resources InfoSource |
| Model Store Project: Workshop 1                       | Client Deliverable        | 03/29/1999 | Process Competency Library    |
| Modelling Large Business Channel Economics - ...      | Client Deliverable        | 06/05/1998 | Strategy Knowledge Base       |
| Modeling Documentation - Original HP Architect...     | Design Documentation      | 03/18/1999 | Change Management Library     |
| Model Business Case SAP IS-U                          | Estimating Guidelines     | 11/19/1998 | EBS Library                   |
| Modeling Tool Feasibility Study for Client/Server ... | Feasibility Study         | 09/14/1995 | Technology Library            |
| Modelo de Planificación Laminación y Construc...      | Final Report              | 01/19/1998 | Process Competency Library    |
| Models of Change Leadership                           | Other                     | 10/07/1998 | Change Management Library     |
| Model Engagement-LTV                                  | Other Project Deliverable | 07/14/1997 | Technology Library            |
| Model Engagement-Utilicorp                            | Other Project Deliverable | 07/14/1997 | Technology Library            |
| Model Process and Gap Analysis                        | Other Project Deliverable | 09/30/1998 | Financial Services Library    |
| Model Process and Gap Analysis                        | Other Project Deliverable | 09/30/1998 | Process Competency Library    |
| Modelos de colaboración.                              | Position Paper            | 05/08/1997 | BPM Library                   |
| Model Based Design Methodology                        | Practice Aid              | 02/10/1995 | Technology Library            |
| Model Office Planning Report                          | Presentation              | 05/22/1997 | Process Competency Library    |
| Model Office Visions & Prototypes (HealthPartne...    | Presentation              | 05/30/1998 | Financial Services Library    |
| Model for Production Supporting                       | Presentation              | 02/01/1999 | EBS Library                   |
| Model for planning and progress tracking of larg...   | Presentation              | 10/31/1997 | Process Competency Library    |
| Model/Unit Effectivity Presentation in SAP R/3 4.0    | Presentation              | 05/04/1998 | EBS Library                   |
| Modelo de Actuación Comercial (borrador)              | Presentation              | 08/12/1998 | BPM Library                   |
| Model Engagement - Utilicorp                          | Project Deliverables      | 01/15/1998 | Products Resources InfoSource |
| Model Store Project - Workshop 1                      | Project Deliverables      | 07/10/1998 | Products Resources InfoSource |
| Model Store Project: Communication Meeting            | Project Deliverables      | 07/08/1998 | Products Resources InfoSource |
| Model Store Project: Communication Meeting            | Project Deliverables      | 09/09/1998 | EBS Library                   |
| Model Store Project: Economic Model - Northwic...     | Project Deliverables      | 07/08/1998 | Products Resources InfoSource |

Figure 6

700

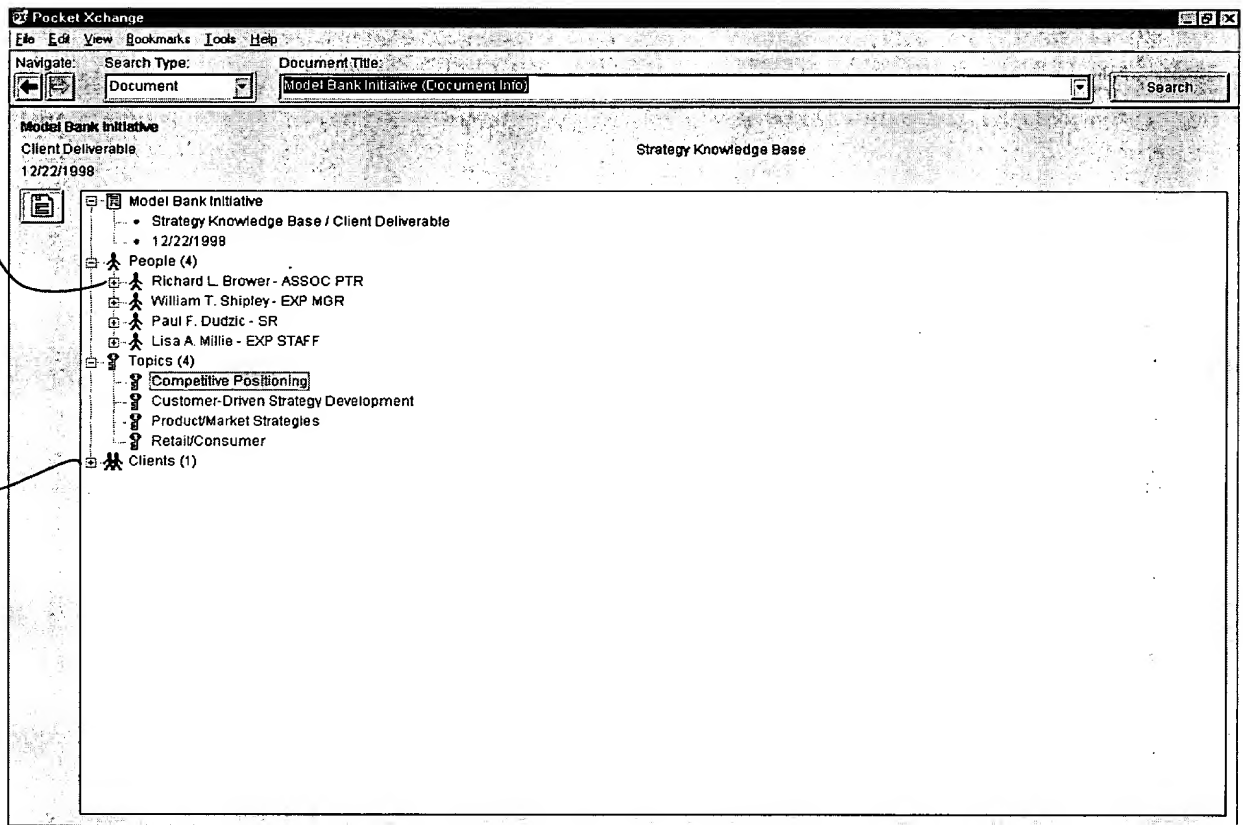
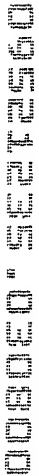


Figure 7







### Figure 9

1000

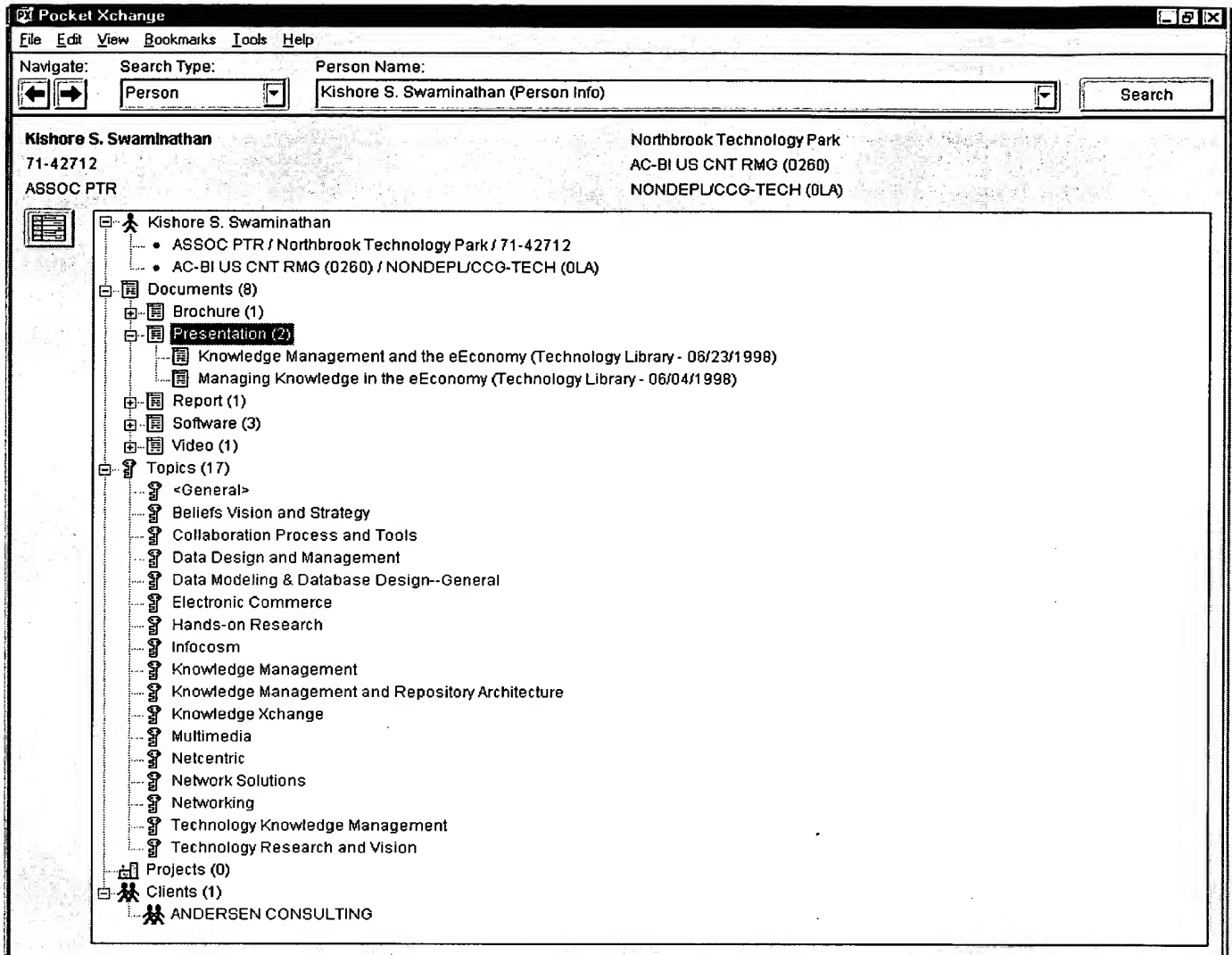


Figure 10

1100

1102

1108

1106

1104

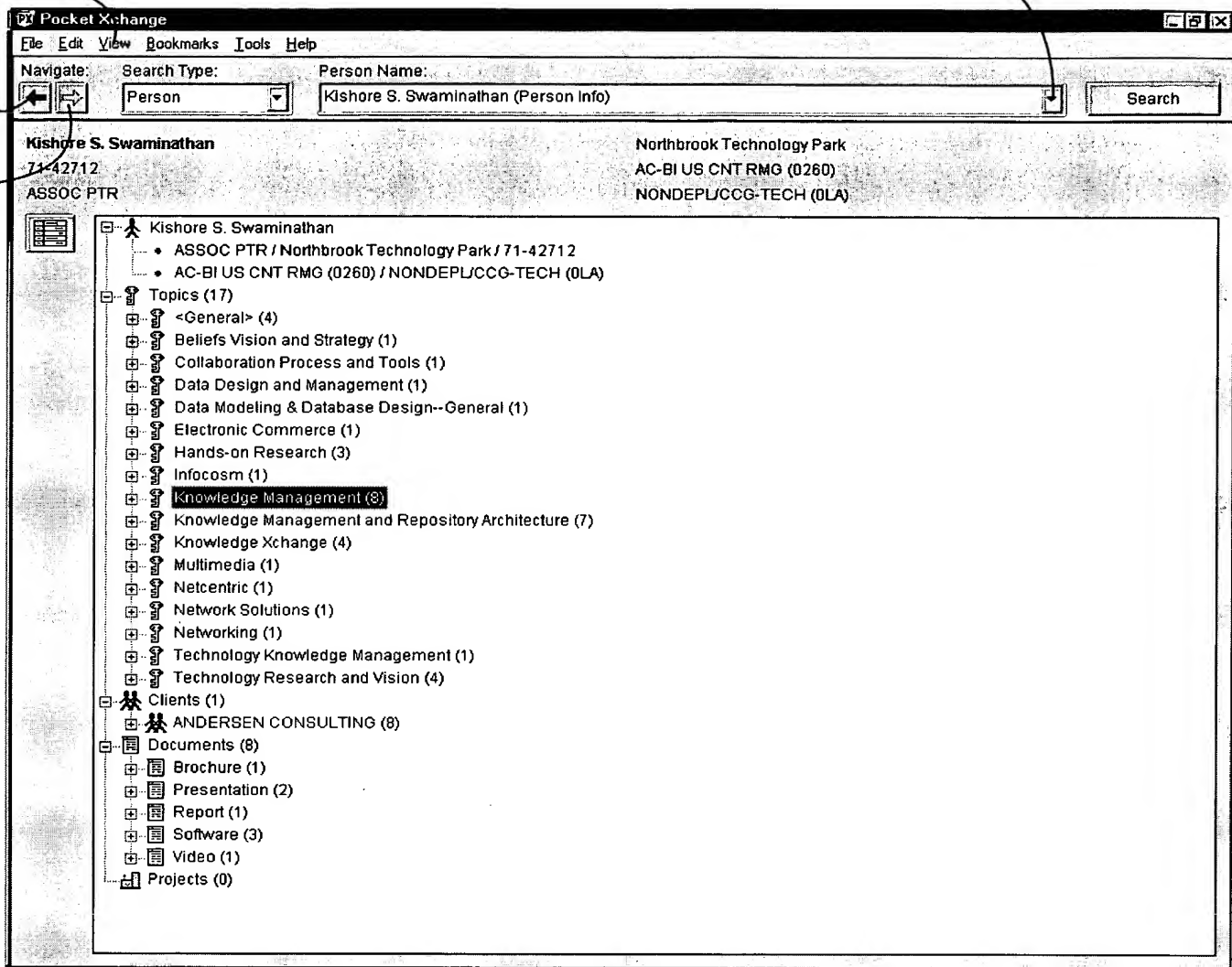


Figure 11

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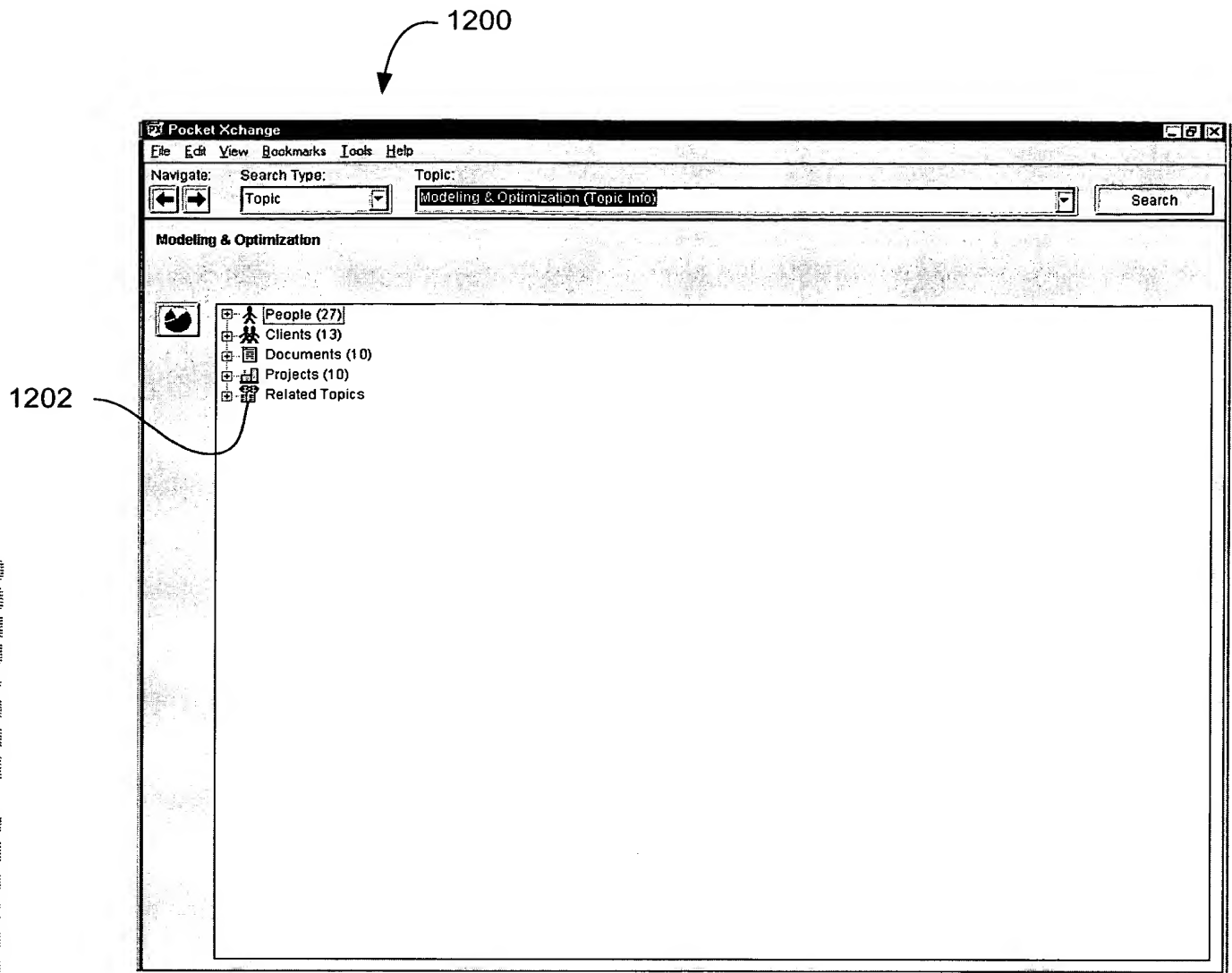
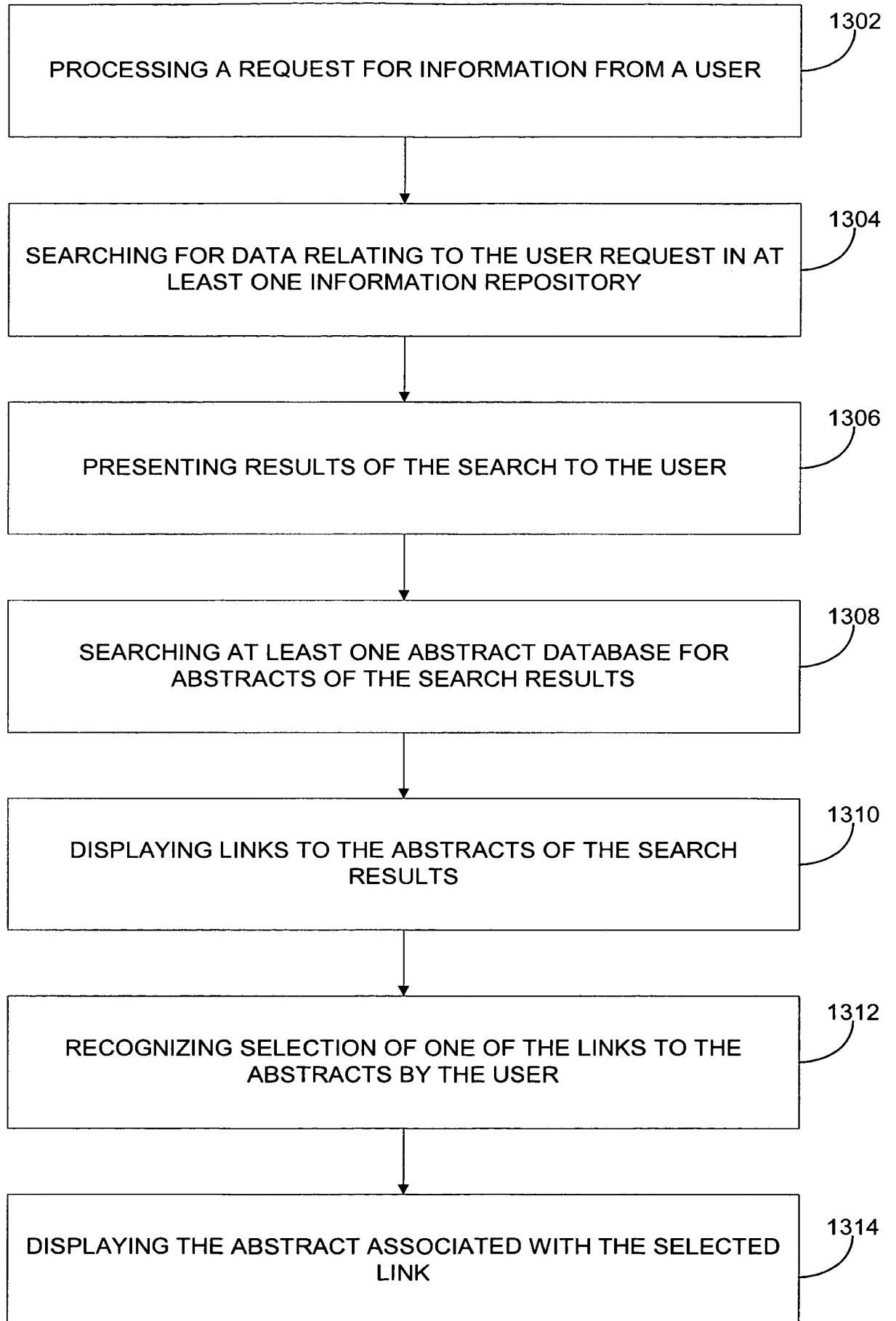


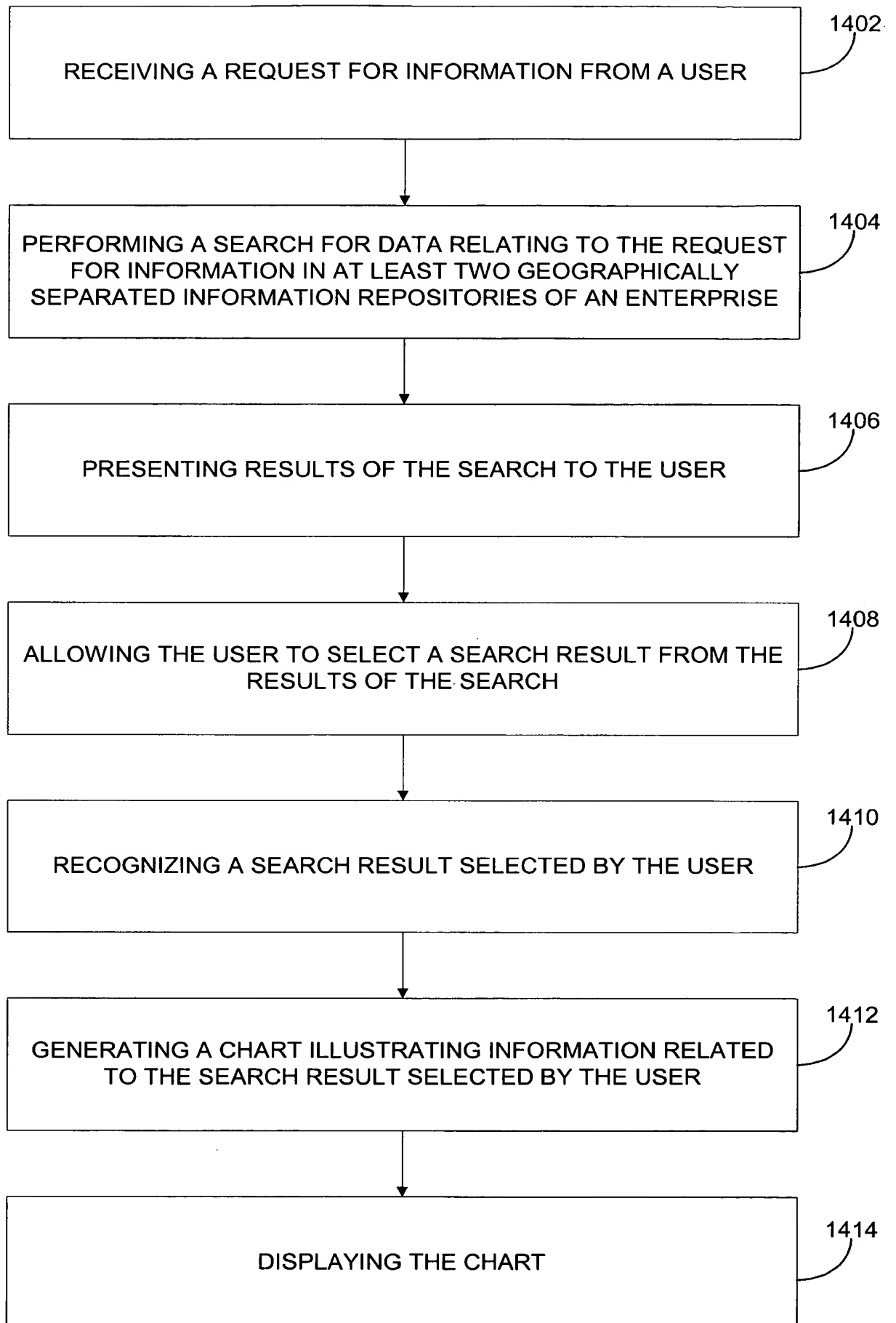
Figure 12

1300



**Figure 13**

1400



**Figure 14**



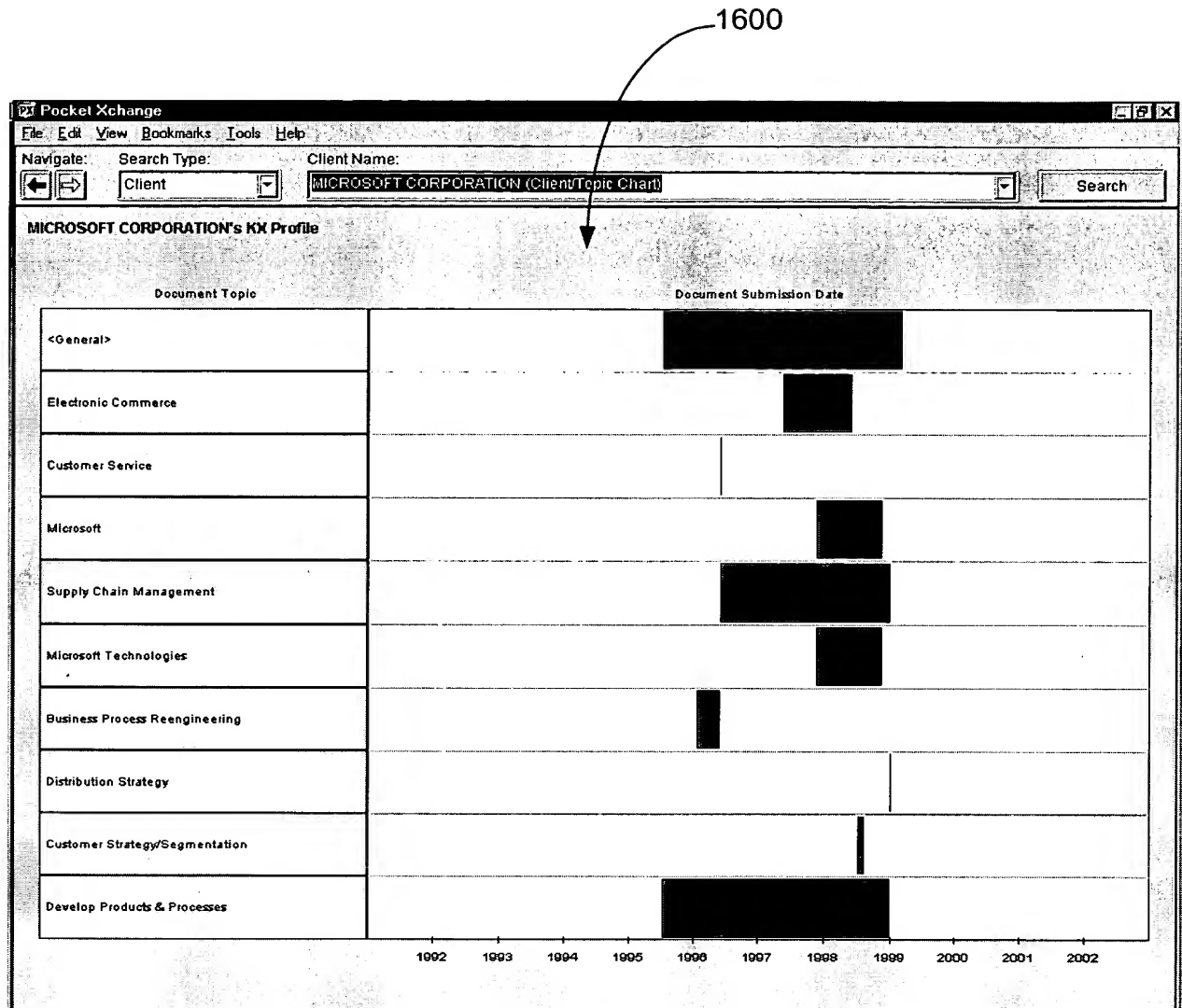


Figure 16



Pocket Xchange

File Edit View Bookmarks Tools Help

Navigate: Search Type: Topic:   Search

### Electronic Commerce

#### Documents Based on This Topic Added to KX Each Year

| Year | Number of Documents Submitted |
|------|-------------------------------|
| 92   | 0                             |
| 93   | 0                             |
| 94   | 0                             |
| 95   | 10                            |
| 96   | 104                           |
| 97   | 520                           |
| 98   | 1041                          |
| 99   | 416                           |
| 00   | 0                             |

#### Document Distribution Across KX Databases in the Year 1999

BI Competencies

- Tech. 19%
- Chng. Mgmt. 3%
- Proc. Comp. 2%
- Strat. 9%
- BPM 4%

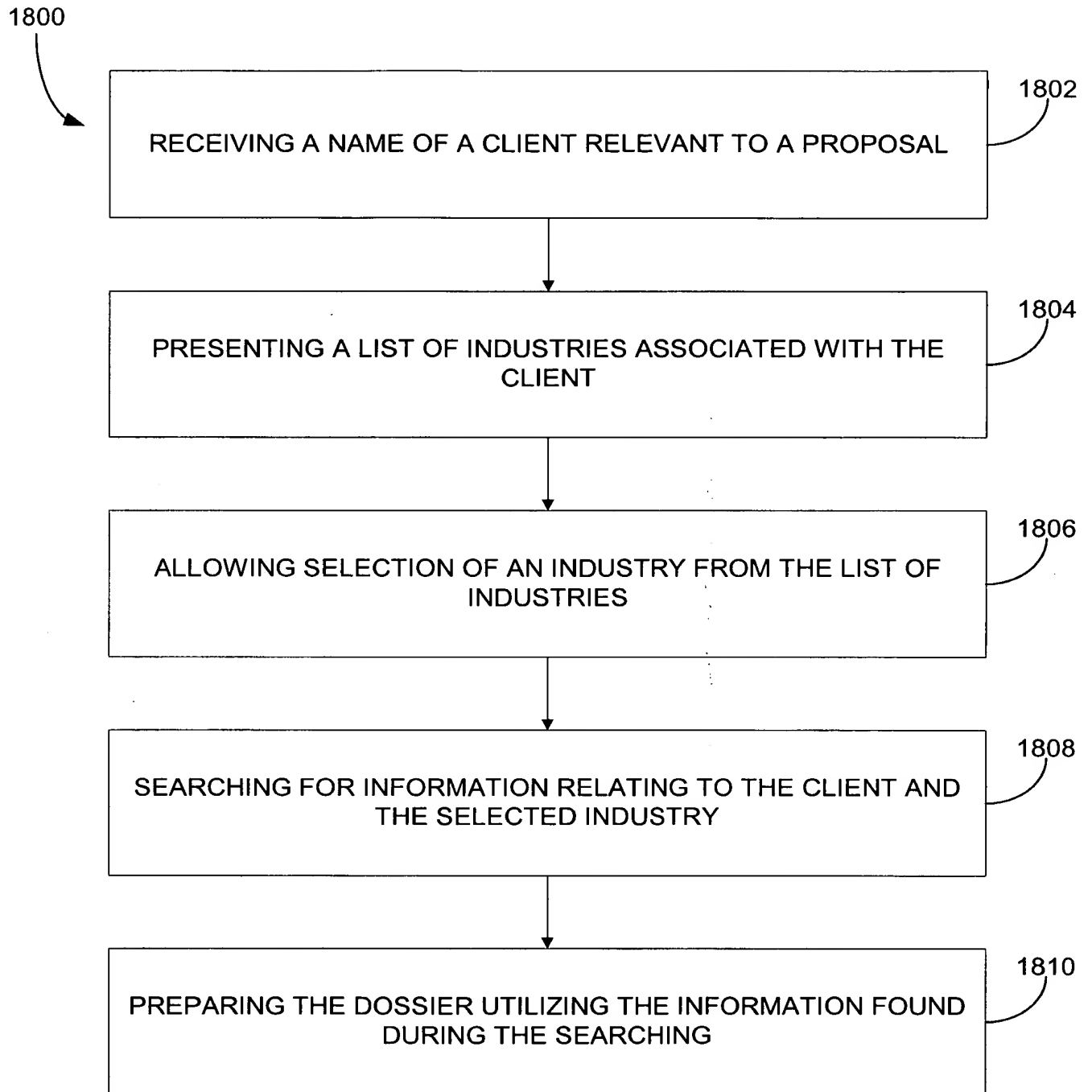
Market Units

- Comm. 19%
- EBS 3%
- Fin. Svcs. 2%
- Govt. 9%
- Prod. Res. 4%

Year (1999)

1704

### Figure 17



**Figure 18**



### Figure 19

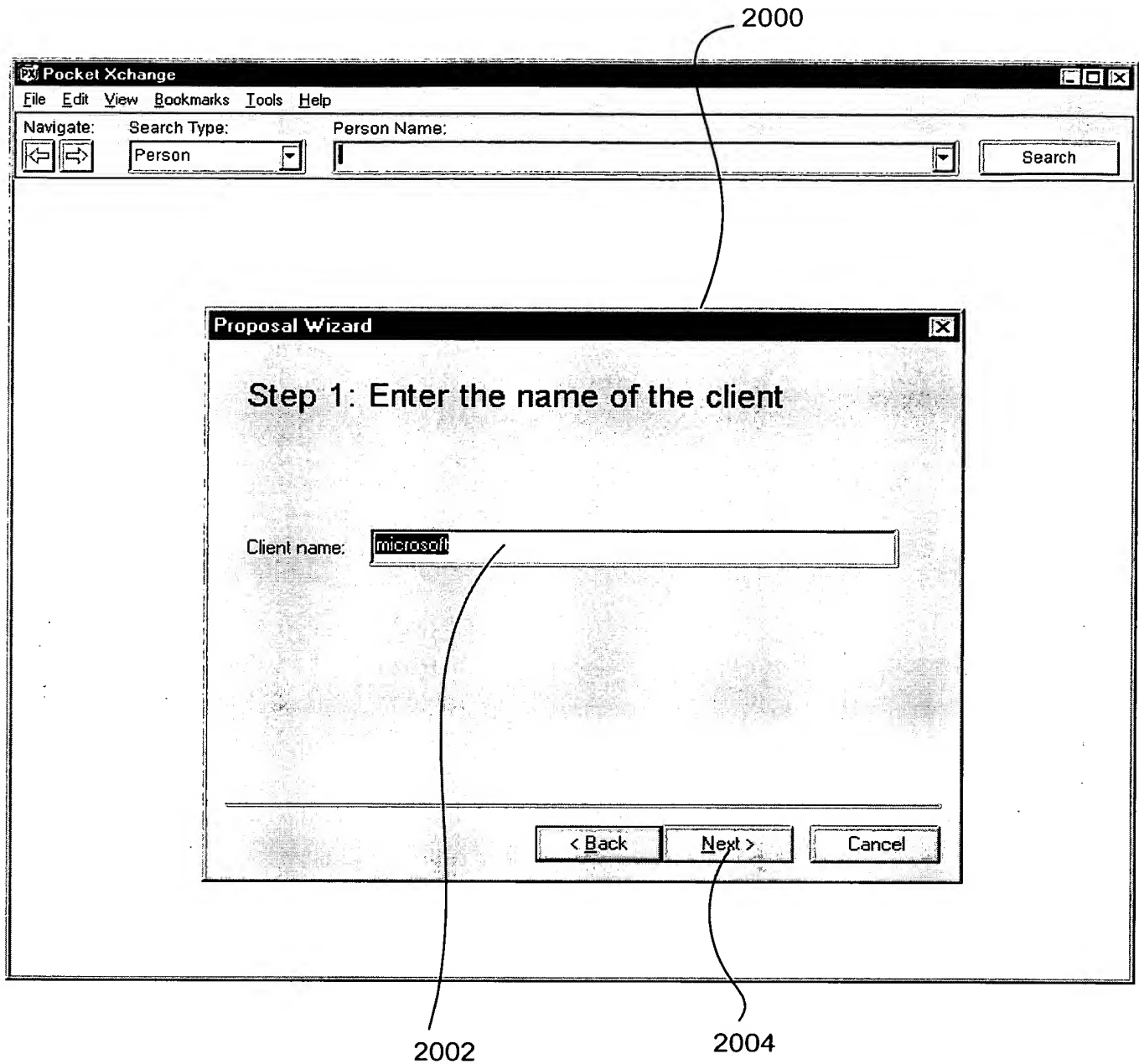


Figure 20

[illegible]

### Figure 21

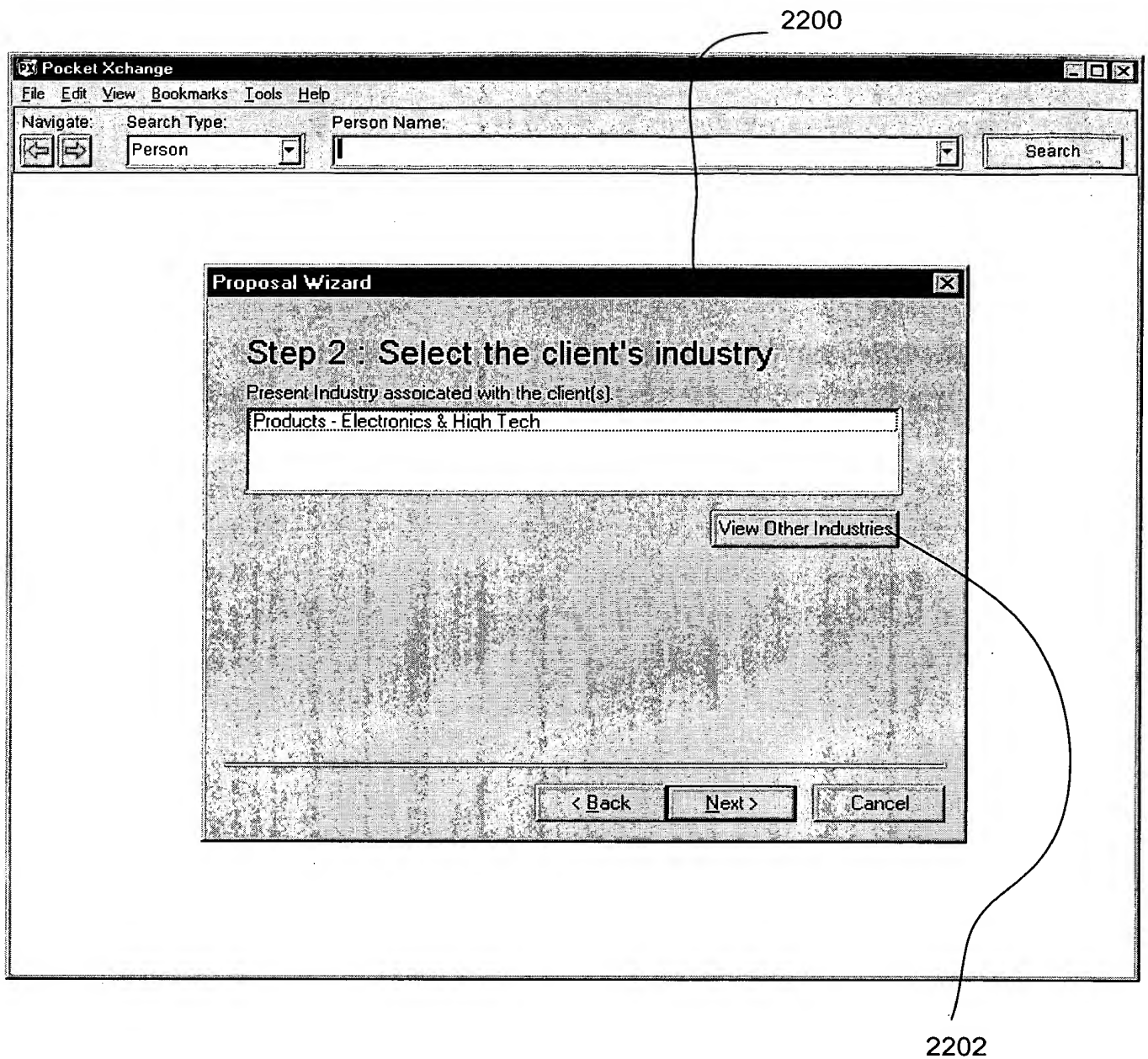
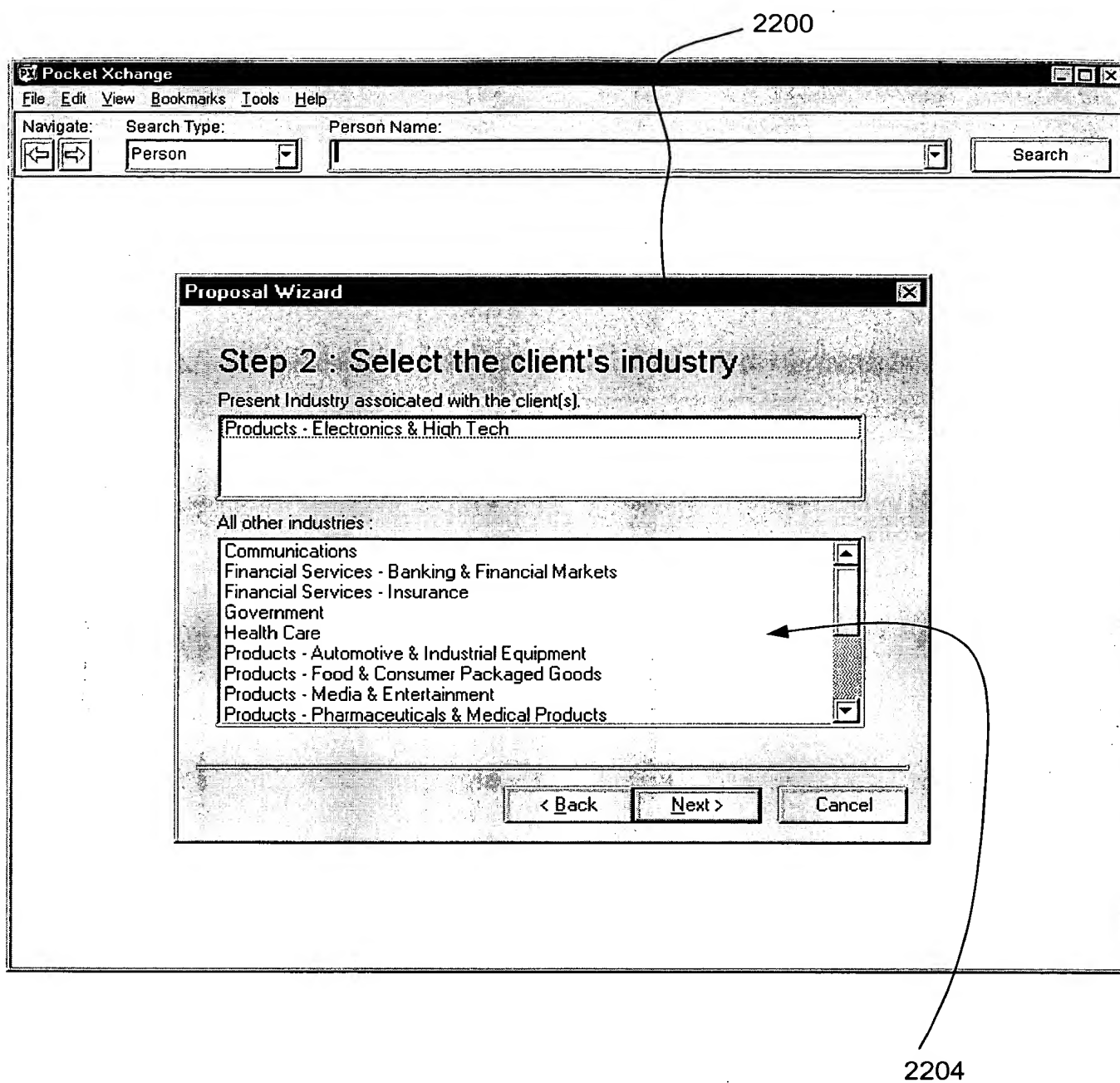


Figure 22



### Figure 23

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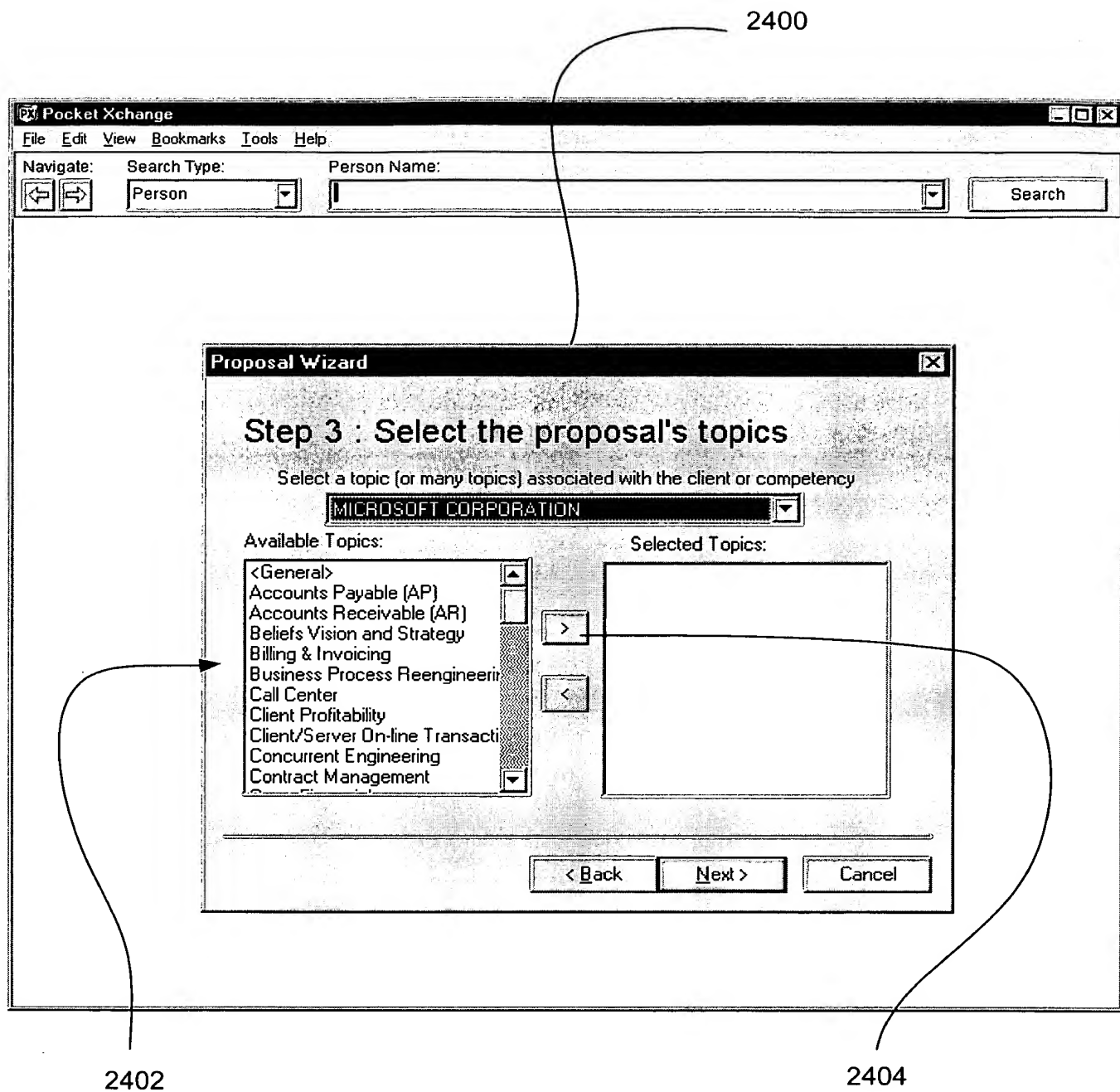


Figure 24





The screenshot displays the Pocket Xchange application window. The main window has a menu bar with File, Edit, View, Bookmarks, Tools, and Help. Below the menu bar is a search bar with fields for Navigate, Search Type (set to Person), and Person Name, along with a Search button. A 'Proposal Wizard' dialog box is open in the foreground, showing 'Step 5: Confirmation'. The dialog box contains a list of items organized into sections: CLIENT (MICROSOFT CORPORATION), TOPICS (Accounts Payable (AP), Client Profitability), INDUSTRY (Products - Electronics & High Tech), and OUTPUT (Show top 10 items in all categories, Show people from all levels of experience, Credentials, Other knowledge capital, Previous engagements with the client(s), Relevant proposals, Display Proposal Wizard picks). At the bottom of the dialog box are three buttons: < Back, Finish, and Cancel. A line from the 'Finish' button in the dialog box points to the 'Finish' button in the main window's toolbar.

2602

Pocket Xchange

File Edit View Bookmarks Tools Help

Navigate: Search Type: Person Name: Search

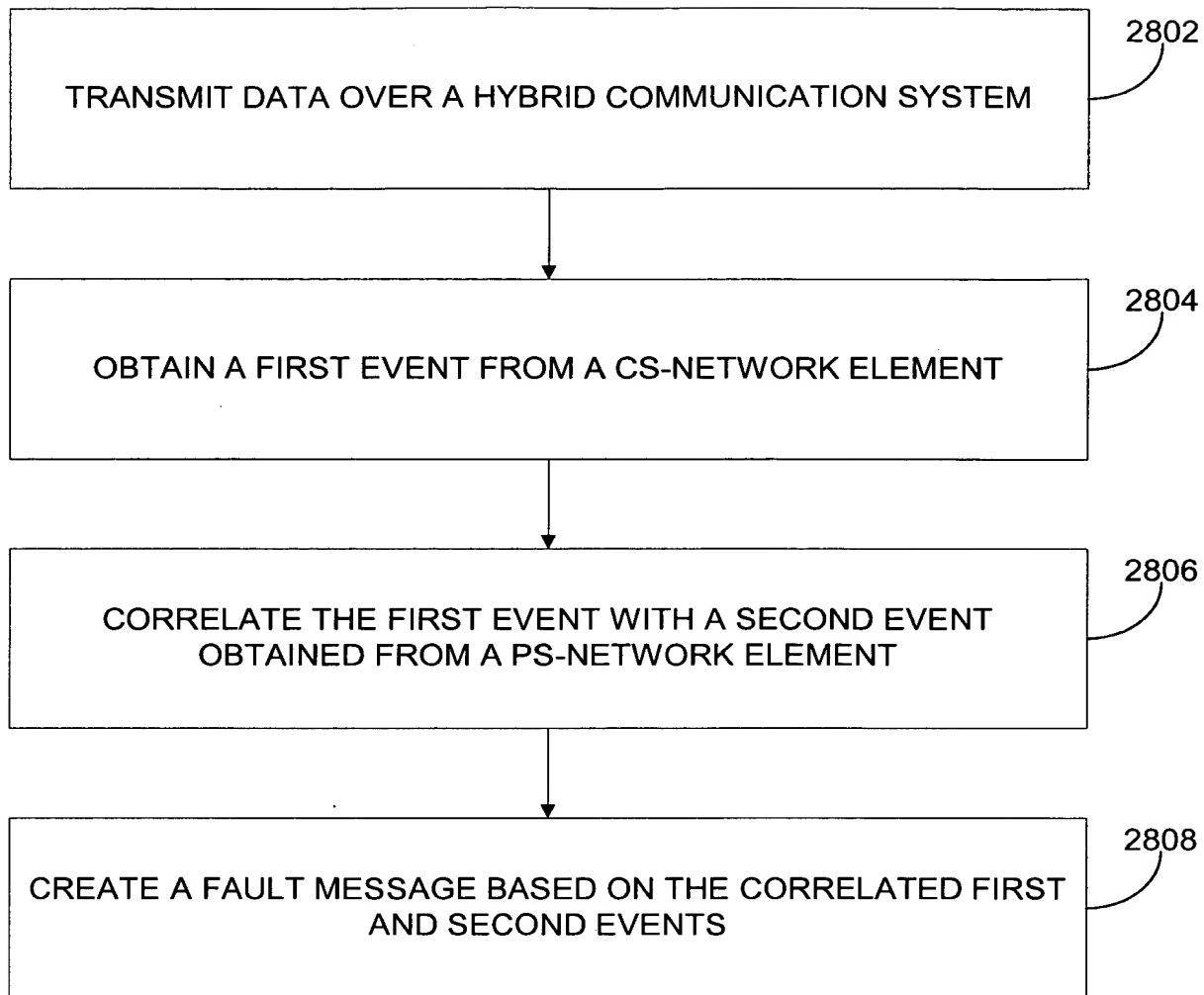
Person

Proposal Wizard Dossier (Items Ordered By Relevance)

- People (50)
  - Knowledgeable with the Client - MICROSOFT CORPORATION (10)
  - Knowledgeable with the Industry - Products - Electronics & High Tech (10)
  - Knowledgeable with the Topic - Accounts Payable (AP) (10)
  - Knowledgeable with the Topic - Client Profitability (10)
  - Proposal Wizard Picks (10)
- Documents (50)
  - Related to the Client - MICROSOFT CORPORATION (10)
  - Related to the Industry - Products - Electronics & High Tech (10)
  - Related to the Topic - Accounts Payable (AP) (10)
  - Related to the Topic - Client Profitability (10)
  - Proposal Wizard Picks (10)
- Projects (40)
  - Related to the Client - MICROSOFT CORPORATION (10)
  - Related to the Industry - Products - Electronics & High Tech (10)
  - Related to the Topic - Accounts Payable (AP) (10)
  - Related to the Topic - Client Profitability (10)
  - Proposal Wizard Picks (10)

### Figure 27

2800



**Figure 28**

2900

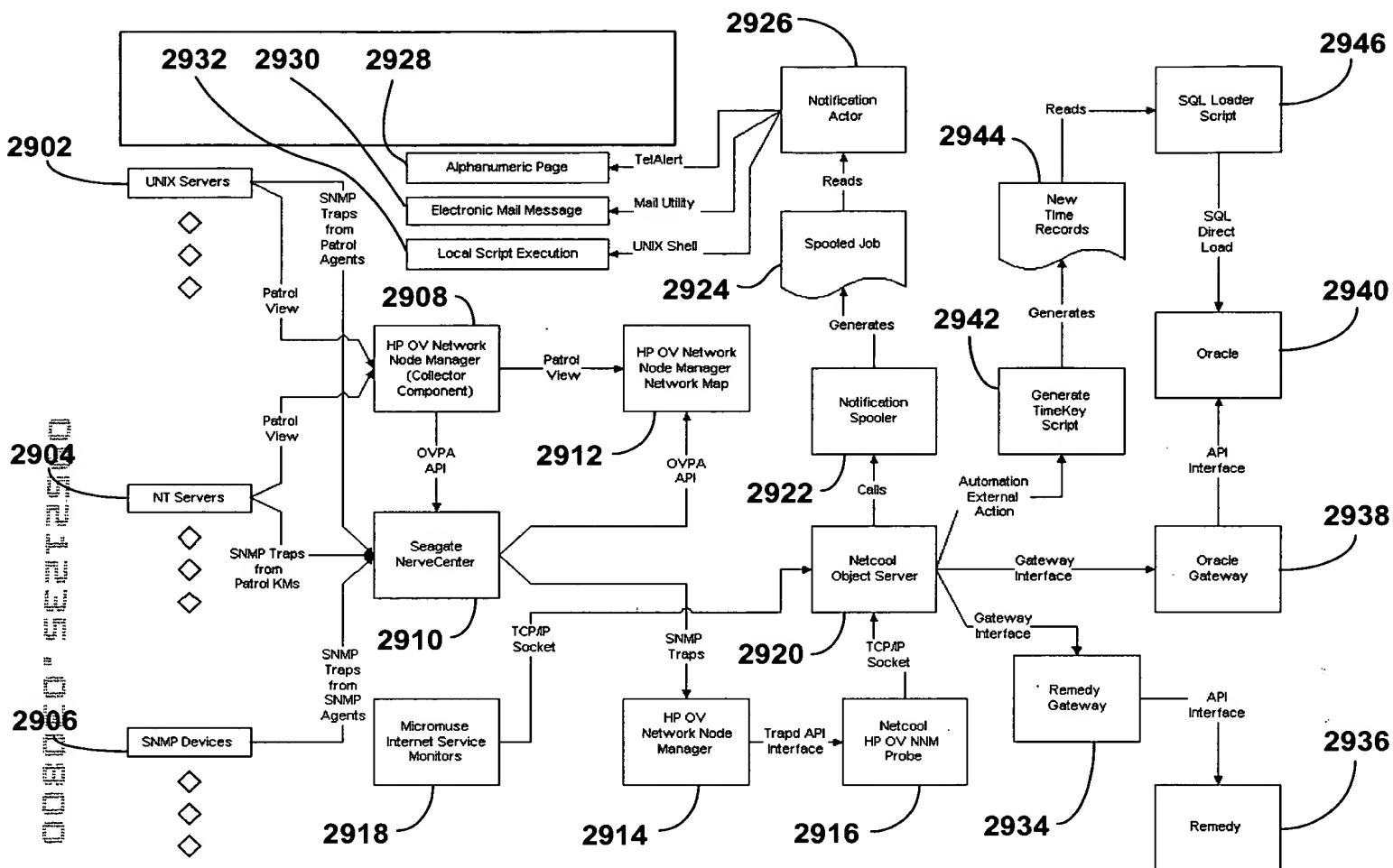
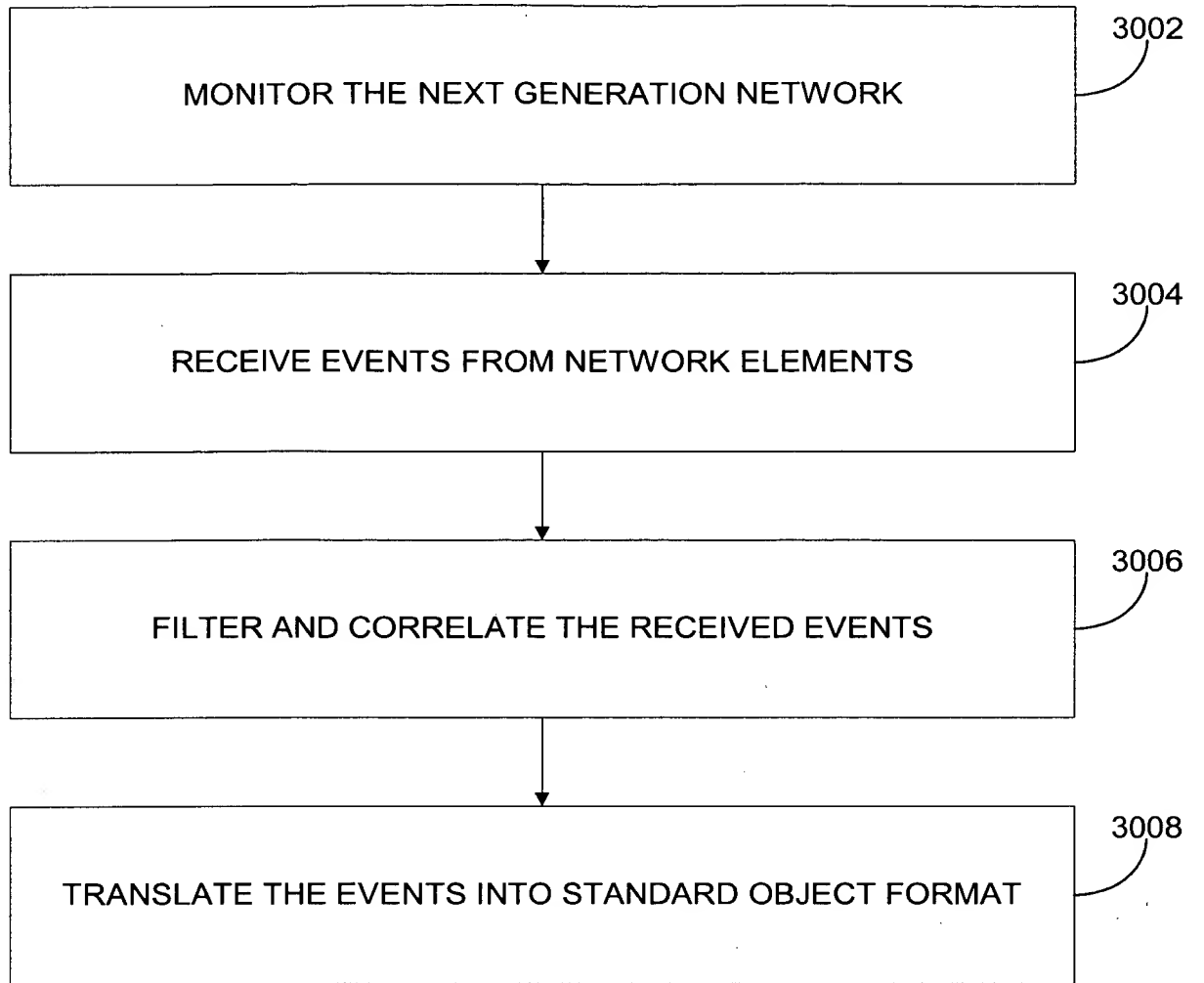


Figure 29

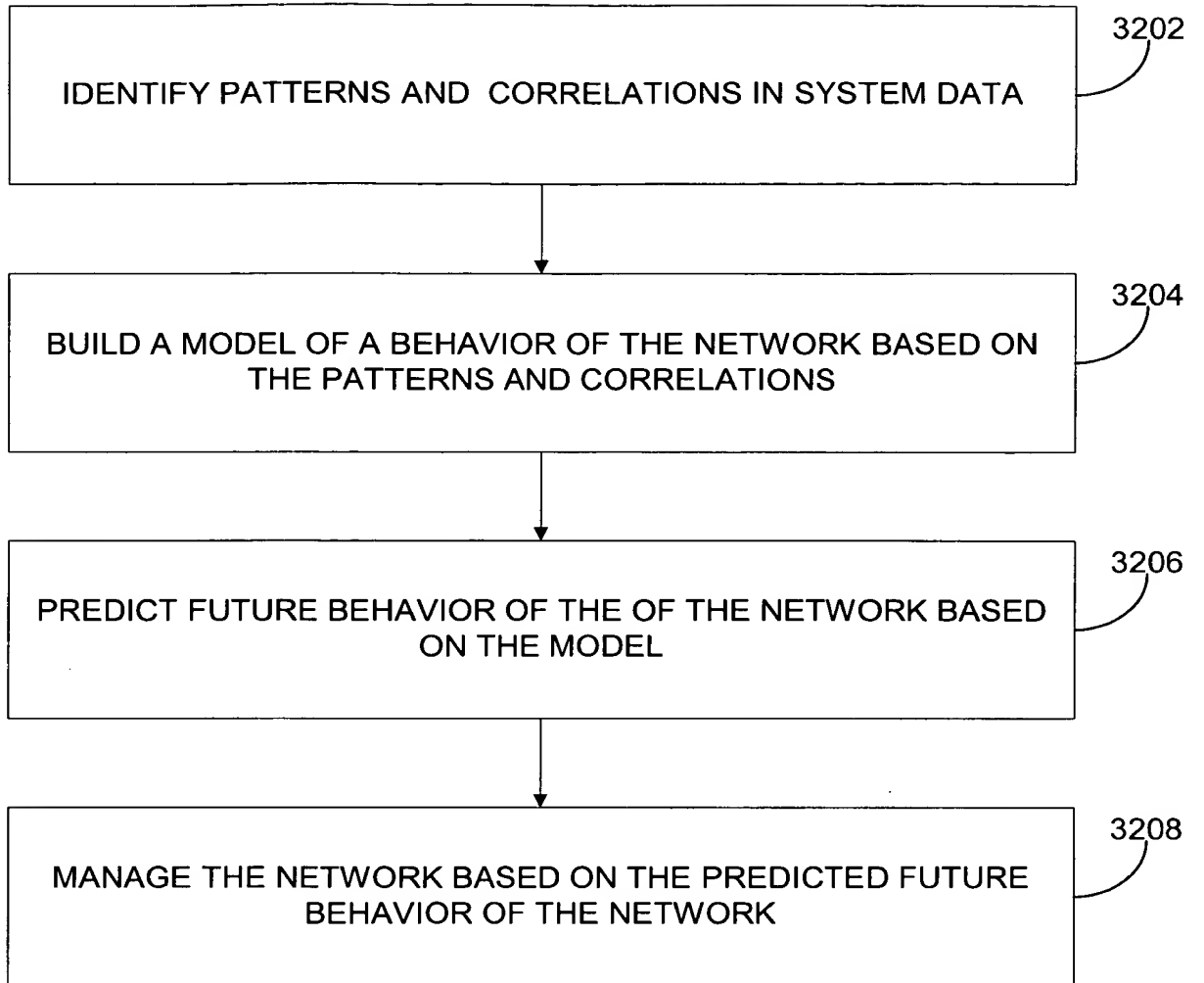
3000



**Figure 30**



3200



**Figure 32**